

EVALUATION RUBRIC AND SCORECARD FOR MEDICAL MARIJUANA TREATMENT CENTER SELECTION

Application Evaluation: All applications must be compliant with minimum statutory mandates in section 381.986, F.S. Applications that do not comply, will not be included in the final ranking regardless of scores awarded by the evaluators.

Each Section is worth either 50 or 100 points, as identified on the scorecard. Evaluators will evaluate and comparatively score each Section according to the following rubric:

Score Ranges		Response Categories
50 Point Section	100 Point Section	
40-50	80-100	<p>Category 5 Responses: Applicant addressed all items. When necessary, each item has multiple, specific examples of experience and knowledge. Experience and knowledge are connected to specific, identifiable people in the application. Plans are clear, detailed, well documented, and thorough. All charts, photographs, maps, sketches, and other supplemental information are clear and legible. When necessary, applicant provides full documentation for representations of future performance. Responses related to financials reflect robust financial resources and clear lines of authority within the organization.</p>
30-39	60-79	<p>Category 4 Responses: Applicant addressed all items. Most items have multiple, specific examples of experience and knowledge. Most plans are clear, detailed, well documented, and thorough. Most supplemental information is clear and legible. When necessary applicant provides documentation for most representations of future performance. Responses related to financials reflect robust financial resources, though there is some lack of clarity in the organization’s lines of authority.</p>
20-29	40-59	<p>Category 3 Responses: Either: (1) Applicant responded to all items. Applicant responds to items addressing experience and knowledge, though answers tend to lack specificity. Plans are provided, but are lacking in clarity, documentation, or thoroughness. When necessary, some supplemental information is provided. Responses related to financials do not reflect robust financial resources, but do not raise doubts of applicant’s financial viability, or the organization has unclear lines of authority, or; (2) Most responses are sufficient to be considered</p>

		Category 4 or 5 Responses, but applicant fails to address some items.
10-19	20-39	Category 2 Responses: Either: (1) Examples of experience and knowledge are vague. Plans are unclear or have gaps in detail and documentation. Documentation of commitment to future performance is sparse. Responses related to financials raise questions about financial viability and/or organization's lines of authority are unclear; or (2) Most responses are sufficient to be considered Category 3-5 Responses, but applicant fails to address several items.
0-9	0-19	Category 1 Responses: Description of experience or knowledge is vague, cursory, and without specific examples. Plans are undocumented or have significant gaps in critical details and documentation. Applicant poorly documents representations of future performance. Responses related to financials indicate the applicant is insolvent or there are no clear lines of organizational authority reflected in the applicant's responses.

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Scorecard for Medical Marijuana Treatment Center Selection	
SECTION 1 – TECHNICAL ABILITY: CULTIVATION KNOWLEDGE AND EXPERIENCE	POINTS AWARDED:
<ol style="list-style-type: none">1. Experience and knowledge related to:<ol style="list-style-type: none">a) Introducing new varieties of plants in Florida andb) Cultivating plants not native to the state of Florida. 2. Regional cultivation knowledge and experience, including growing in high humidity environments. 3. Experience and knowledge related to:<ol style="list-style-type: none">a) In-house propagation;b) Genetic modification or breeding;c) Using clean growing rooms;d) Cultivating plants for human consumption such as food or medicine products;e) Good agricultural practices;f) Good handling practices; andg) Tracking each plant in a harvest.	Available points: 50

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Scorecard for Medical Marijuana Treatment Center Selection	
SECTION 2 – TECHNICAL ABILITY: MEDICAL MARIJUANA CULTIVATION	POINTS AWARDED:
<ol style="list-style-type: none">1. Provide a cultivation plan that will ensure a consistent supply of safe medical marijuana for patients that addresses:<ol style="list-style-type: none">a) The applicant’s experience cultivating medical marijuana;b) The proper conditions and techniques for cultivating medical marijuana;c) The pests, diseases, and deficiencies common for medical marijuana;d) The steps the applicant will take to ensure a sanitary and safe cultivation facility;e) Inspection processes for pests that endanger or threaten the horticulture or agriculture of the state in accordance with Chapter 581, F.S.; andf) Fumigation, treatment, and plant destruction plans for infested or infected plants in accordance with Chapter 581, F.S.2. Provide a list of the strains, additives, pesticides, fungicides, and herbicides the applicant will use for the cultivation of medical marijuana.3. Provide a description of one or more strains of medical marijuana the applicant intends to cultivate.	Available points: 50

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Scorecard for Medical Marijuana Treatment Center Selection	
SECTION 3 – INFRASTRUCTURE: CULTIVATION	POINTS AWARDED:
<p>1. Provide a description of the applicant’s planned cultivation infrastructure, including the following:</p> <ul style="list-style-type: none"> a) Communication systems; b) Facility odor mitigation; and c) Back-up systems for all cultivation systems. <p>2. A description of the areas proposed for the cultivation of medical marijuana, including the following:</p> <ul style="list-style-type: none"> a) Capacity, in square feet of growing area; b) An enclosed cultivation environment, e.g., indoor greenhouse, clean room, aseptic, et cetera; c) Irrigation system(s); d) Environmental control system(s); and e) Separation from the cultivation of other plants. <p>3. Access to water resources that allow for sufficient irrigation.</p> <p>4. A plan to ensure compliance with federal, state, and local regulations regarding sanitation and waste disposal.</p>	<p>Available points: 50</p> <hr/> <p>Cultivation occurs in an enclosed area:</p> <p>Yes <input type="checkbox"/></p> <p>No <input type="checkbox"/></p> <hr/> <p>Separated from cultivation of other plants:</p> <p>Yes <input type="checkbox"/></p> <p>No <input type="checkbox"/></p>

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SECTION 4 – TECHNICAL ABILITY: PROCESSING	POINTS AWARDED:
<p>1. Experience and knowledge related to:</p> <ul style="list-style-type: none"> a) Good manufacturing practices and b) Analytical chemistry, organic chemistry, and microbiology. <p>2. A plan to ensure a sanitary and safe processing facility.</p> <p>3. Experience and knowledge related to:</p> <ul style="list-style-type: none"> a) Medical marijuana extraction techniques; b) Medical marijuana routes of administration; and c) Producing medical marijuana products. <p>4. A list of proposed product offerings which must include at least one low-THC product. If edibles are included in the product offerings, address applicant's:</p> <ul style="list-style-type: none"> a) Ability or plan to obtain a permit to operate as a food establishment in accordance with Chapter 500, Florida Statutes; and b) Control systems to regulate the milligrams of THC in each edible and maintain potency variances of no greater than 15 percent. <p>5. Ability or plan to pass a Food Safety Good Manufacturing Practices inspection within twelve months of licensure.</p> <p>6. A plan for utilizing extraction processes that ensure a safe work environment (e.g., methods of extraction, use of proper ventilation, implementation of a closed-loop system, and implementation of Occupational Safety and Health Administration standards).</p> <p>7. A plan for testing medical marijuana, including:</p> <ul style="list-style-type: none"> a) Relationship(s) with an independent laboratory(ies) and b) A list of contaminants, if any, for which the applicant will require testing. 	<p>Available points: 100</p> <hr/> <p>Plan to pass Food Safety Manufacturing Practices inspection within 12 months of licensure:</p> <p>Yes <input type="checkbox"/></p> <p>No <input type="checkbox"/></p> <hr/> <p>Products include at least one low-THC offering:</p> <p>Yes <input type="checkbox"/></p> <p>No <input type="checkbox"/></p>

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SECTION 5 – INFRASTRUCTURE: PROCESSING	POINTS AWARDED:
<p>1. Provide a description of the applicant’s planned processing infrastructure, including the following:</p> <ul style="list-style-type: none"> a) Communication systems; b) Odor mitigation; c) Back-up systems for all processing systems; d) Computer systems and software; e) Ventilation and exhaust system; and f) Processing area that is enclosed and separate from other plants and/or products. <p>2. Provide a description of the areas proposed for the processing of derivative products, including the following:</p> <ul style="list-style-type: none"> a) Extraction equipment and location; b) Concentration equipment and location; c) Analytical equipment, including separators and detectors, and location; d) Safety equipment, facilities and location; and e) Access to sufficient potable water and hot water. <p>3. A plan to ensure compliance with federal, state, and local regulations regarding sanitation and waste disposal.</p>	<p>Available points: 50</p> <hr/> <p>Processing area is enclosed and separated from other plants and/or products:</p> <p>Yes <input type="checkbox"/></p> <p>No <input type="checkbox"/></p>

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SECTION 6 – TECHNICAL ABILITY: DISPENSING OPERATIONS	POINTS AWARDED:
<ol style="list-style-type: none">1. Experience and knowledge related to:<ol style="list-style-type: none">a) Supply chain managementb) Operation of multiple storefronts simultaneously;c) Operating a business in a heavily regulated environment; andd) Any other relevant business operations experience.2. A marketing plan including proposed branding and signage, as well as the sources the applicant plans to use for advertising including documentation that the plan is compliant with the signage and Internet marketing restrictions set forth in section 381.986(8)(h), Florida Statutes.3. A plan for alternative dispensing, e.g., delivery.4. Include a de-identified mockup or branding sample for both a low-THC product and a full strength product.	Available points: 50

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SECTION 7 – TECHNICAL ABILITY: MEDICAL MARIJUANA DISPENSING	POINTS AWARDED:
<ol style="list-style-type: none">1. Knowledge and experience related to:<ol style="list-style-type: none">a) Interaction with patients;b) Handling confidential information, including the ability to keep records in a location not visible to other patients; andc) Gathering and managing data, i.e., data on patient reactions to products dispensed.2. Provide a plan for product offerings including:<ol style="list-style-type: none">a) Ensuring multiple options of routes of administration, including low-THC options;b) Ensuring consistent dosing; andc) De-identified packaging and labeling that do not appeal to children.3. Provide a plan for employee training and education on topics such as:<ol style="list-style-type: none">a) Patient confidentiality;b) Regulatory compliance including dispensing requirements;c) Patient education;d) Data collection; ande) Safety and security for those employees involved in transportation.4. Provide a plan for patient education on topics such as:<ol style="list-style-type: none">a) Safe use;b) Legal use;c) Safe storage; andd) Accidental ingestion.5. Provide a plan to ensure that employees verify that all qualified patients and caregivers have an active profile in the Medical Marijuana Use Registry and have required Medical Marijuana Use identification cards.6. De-identified patient testimonials related to the efficacy of the product(s) that the applicant intends to offer may be included.	<p>Available points: 50</p>

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Scorecard for Medical Marijuana Treatment Center Selection	
SECTION 9 – ACCOUNTABILITY: PREMISES	POINTS AWARDED:
<p>1. A floor plan of each cultivation, processing, dispensing, and delivery facility or proposed floor plan for proposed facilities demonstrating security measures, including the following:</p> <ul style="list-style-type: none"> a) Locking options for each means of ingress and egress; b) Alarm systems that: <ul style="list-style-type: none"> i. Secure all entry points and perimeter windows and ii. Is equipped with motion detectors, pressure switches and duress, panic, and hold-up alarms. c) Video surveillance system that: <ul style="list-style-type: none"> i. Records continuously 24 hours a day; ii. Has cameras in a fixed place that allows for the clear identification of persons and activities in the controlled areas of the premises, including grow rooms, processing rooms, storage rooms, disposal rooms/areas and point of sale rooms; iii. Has cameras fixed in all entrances and exits to the premises which record both indoor and outdoor ingress and egress vantage points; iv. Has the capability of recording clear images and displays the time and date of the recording; v. Demonstrates a plan for retention of recordings for at least 45 days. d) Outdoor lighting; e) Name and function of each room; and f) Layout and dimensions of each room. <p>2. A storage plan for each cultivation, processing, dispensing, and delivery facility, including the following:</p> <ul style="list-style-type: none"> a) Safes; b) Vaults; c) Climate control; d) Plans to ensure all marijuana is stored in a secured locked room or vault, and e) Plans to ensure at least 2 security personnel are on the premises where cultivation, processing and storage occur, at all times. 	<p>Available points: 100</p>

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SECTION 10 – ACCOUNTABILITY: OPERATIONS	POINTS AWARDED:
<p>1. Diversion and trafficking prevention procedures, including:</p> <ul style="list-style-type: none"> a) A plan for tracking and securing medical marijuana throughout an applicant’s supply chain, which includes a seed-to-sale system; b) Description of an inventory control system for medical marijuana and derivative products; c) If vaping products containing flower are included in the product offerings, include information related to the tamper-proof nature of the receptacle. d) A description of personnel qualifications and experience with chain of custody or other tracking mechanisms; e) A description of personnel reserved solely for security purposes; f) A description of personnel reserved solely for inventory control purposes; and g) A waste disposal plan. <p>2. A transportation plan including:</p> <ul style="list-style-type: none"> a) Proposed vehicles to be utilized for MMTC business including transporting between an MMTC’s facilities and delivering to patients; b) Vehicle tracking systems; c) Vehicle security systems, including plan to incorporate separate locking compartments to store any medical marijuana product or delivery devices; d) Vehicle maintenance plans; and e) The use of transportation manifests that: <ul style="list-style-type: none"> i. Are generated from the seed-to-sale tracking system; ii. Include the: <ul style="list-style-type: none"> (1) Departure date; (2) Name, location, address and license number of the originating MMTC; (3) Quantity and form of product to be delivered; (4) Arrival date and estimated time of arrival; (5) Delivery vehicle make and model and license plate number; and (6) Name and signature of the employee delivering the product. iii. Are retained for at least 3 years. f) Requirement that at least two persons are in the vehicle when transporting medical marijuana or medical marijuana delivery devices. 	<p>Available points: 100</p>
CONTINUED ON NEXT PAGE	

Scorecard for Medical Marijuana Treatment Center Selection	
SECTION 11 – PERSONNEL: MEDICAL DIRECTOR	POINTS AWARDED:
<p>PLEASE NOTE THAT APPLICANTS ARE PERMITTED TO DESIGNATE ONLY ONE, MEDICAL DIRECTOR. RESPONSES TO THIS SECTION SHOULD BE RELATED TO THE MEDICAL DIRECTOR LISTED IN PART ONE OF THIS APPLICATION.</p> <ol style="list-style-type: none"> 1. Specialty area, if any. 2. Experience or knowledge of the following: <ol style="list-style-type: none"> a) Treatment of patients suffering from: cancer, epilepsy, glaucoma, positive status for human immunodeficiency virus (HIV), acquired immune deficiency syndrome (AIDS), post-traumatic stress disorder (PTSD), amyotrophic lateral sclerosis (ALS), Crohn’s disease, Parkinson’s disease, or multiple sclerosis; b) Treatment of patients suffering from terminal conditions; c) Good manufacturing practices; d) Analytical and organic chemistry; e) Analytical laboratory methods; f) Analytical laboratory quality control, including maintaining chain of custody; g) Recognizing and treating drug dependency and addiction; h) Diagnosing and treating marijuana use disorder; i) Experience with clinical trials or observational studies; and j) Experience with dispensing medications. 3. Experience or knowledge related to the following: <ol style="list-style-type: none"> a) The recommendation of medical marijuana for patients; b) Extraction techniques; c) Medical marijuana routes of administration; d) Producing medical marijuana products; and e) Botanical medicines. <p>CONTINUED ON NEXT PAGE</p>	<p>Available points: 50</p>

<p>4. Description of how the medical director will supervise the activities of the applicant, including patient education on topics such as safe use, accidental ingestion, and the effects of use while pregnant or nursing.</p> <p>5. Description of how the applicant will ensure it has a medical director at all times.</p> <p>6. Description of how the applicant will ensure that its medical director will not order medical marijuana for patients.</p> <p>7. Description of how the applicant will ensure that its medical director, and other owners, managers and employees, will refrain from engaging in any conflict of interests with ordering physicians, including kickbacks or entering into other inappropriate relationships.</p> <p>8. Copy of the proposed medical director's CV or resume.</p>	<p>Applicant has designated a proposed medical director:</p> <p>Yes <input type="checkbox"/></p> <p>No <input type="checkbox"/></p>
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Scorecard for Medical Marijuana Treatment Center Selection	
SECTION 12 – PERSONNEL: CULTIVATION, PROCESSING, DISPENSING AND DELIVERY STAFF	POINTS AWARDED:
1. Provide an organizational chart illustrating the supervisory structure of the applicant including all owners, officers, board members, managers and employees.	Available points: 50
2. Provide a list of current and proposed staffing including: a) Position, duties, and responsibilities; b) Professional licensure disciplinary action in all jurisdictions; and c) Any awards, recognition, or relevant experience.	
3. Provide plans and procedures for loss of key personnel.	Applicant included plans for an alcohol and drug-free workplace: Yes <input type="checkbox"/> No <input type="checkbox"/>
4. Provide plan for an alcohol and drug-free workplace.	

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SECTION 13 – DIVERSITY PLAN	POINTS AWARDED:
<ol style="list-style-type: none">1. Provide a plan to ensure the involvement of minority persons, minority businesses, or veteran business enterprises in ownership, management, and employment that includes the representation of minority persons and veterans in the proposed medical marijuana treatment center’s workforce.2. Provide a plan to recruit minority persons and veterans for employment.3. Provide a plan for entering into contracts for services with minority business enterprises and veteran business enterprises.	Available points: 100
	Applicant provided a diversity plan: Yes <input type="checkbox"/> No <input type="checkbox"/>

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Scorecard for Medical Marijuana Treatment Center Selection	
SECTION 14 – FINANCIALS: CERTIFIED FINANCIAL DOCUMENTS	POINTS AWARDED:
Provide certified financials issued within the immediately preceding 12 months.	Available points: 100
	Applicant provided certified financials: Yes <input type="checkbox"/> No <input type="checkbox"/>
	The financials provided were for the applicant individual or entity and not a parent or subsidiary entity: Yes <input type="checkbox"/> No <input type="checkbox"/>
	The financials provided were for the immediately preceding 12 months: Yes <input type="checkbox"/> No <input type="checkbox"/>

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SECTION 15 – FINANCIALS: BUSINESS STRUCTURE	POINTS AWARDED:
<ol style="list-style-type: none"> 1. Provide an explanation of the applicant’s corporate structure, including: <ol style="list-style-type: none"> a) The applicant’s business form; b) All owners of the applicant; c) All individuals and entities that can exercise control of the applicant; d) All individuals and entities that share in the profits and losses of the applicant; e) All subsidiaries of the applicant; f) Any other individuals or entities for which the applicant is financially responsible; g) A description of the assets and liabilities of the applicant and applicant’s subsidiaries; and h) Any pending lawsuits to which the applicant is a party. 2. Any lawsuits within the past 7 years to which the applicant was a party. 3. All financial obligations of the applicant that are not listed as a “liability” in the certified financials, including loans, notes, or other debt that could be converted to ownership of the applicant. 4. A projected two-year budget. 5. A description of the ability or plan to expand any of the areas proposed for processing medical marijuana. 6. Specific documentation of sufficient assets available to support the projected two-year budget, including any plans for additional expansion. 7. A statement that the applicant is not associated with any other MMTC application, and that no owner, officer, board member or manager of the applicant is associated with any other MMTC application. 8. A statement identifying whether the applicant, and any individual or entity that owns, controls, or holds power to vote 5 percent or more of the voting shares of the proposed MMTC holds direct or indirect ownership or control of voting shares of any other MMTC. 9. Details regarding any contracts for services or proposed contracts for services that are directly related to the cultivation, processing, or dispensing of medical marijuana or medical marijuana delivery devices. 	<p>Available points: 100</p>

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Scorecard for Medical Marijuana Treatment Center Selection	
SECTION 16 – INFRASTRUCTURE: FACILITIES	POINTS AWARDED:
<ol style="list-style-type: none">1. Provide a list including the locations of all properties the applicant plans to utilize to cultivate, process, and dispense medical marijuana or derivative products, if selected. Designate whether properties are owned or leased. For each property, list the property owner and any mortgagee and attest that each owner and mortgagee assents to the use of the property for the purposes of operating an MMTC.2. Provide a sketch or other illustration approximating the property boundaries, land topography, vegetation, proposed and/or existing structures, easements, wells, and roadways for each property proposed that will be utilized in the cultivating, processing, and dispensing of medical marijuana or derivative products.3. Provide evidence of preliminary pre-approval for zoning for all proposed properties that will be used for cultivation.4. Provide a statement acknowledging that there are no proposed dispensing locations within 500 feet of a public or private school, or that the applicant has obtained or is likely to obtain the approval of the appropriate municipality.5. Provide a statement acknowledging that licensed MMTCs may not enter into profit sharing agreements with property owners or lessors.	<p>Available points: 50</p>

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Scorecard for Medical Marijuana Treatment Center Selection	
TOTAL POINTS AVAILABLE: 1,150	TOTAL POINTS AWARDED: